

GLOWING IRON IS SIGN OF BUSINESS

Pouring Off Time At Gartland
Foundry Each Day Makes
Interesting Sight.

at 2 5/4 2
Bruce MacCormick.

The foundry process is among the most interesting of manufacturing steps, and the foundries here provide scenes of industry unlike any other type of work to be found in the city's many plants. One of Terre Haute's longest established industries is the Gartland Foundry Company, where castings have been made continuously at the same place for the past 38 years, a record unequalled by other foundries here.

So highly developed is the foundry technique of the plant that castings of extreme intricacy are made with routine regularity, and light and delicate sections are cast without difficulty. The firm makes gray iron castings exclusively, the metal produced having become known for the ease with which it can be machined, as well as for other unusual qualities.

The most spectacular part of the work from the visitor's viewpoint is the tapping of the cupola furnace, and the pouring of the molten metal by more than a score of husky workmen, each with a ladle holding 65 pounds of glowing, liquid iron. The cupola, containing a charge of 15 tons of molten iron, is tapped after the foundry floor has been filled practically from wall to wall with molds of the various castings to be made.

Coke Used For Heat.

The metal charge is heated and melted by burning coke, and when the cupola is tapped, a stream of molten iron escapes into the ladles handled by a line of workmen, each of whom fills his ladle at the cupola and pours his own molds. The job of carrying 65 pounds of molten iron at a trot to a distant series of molds and pouring them correctly requires skill and strength, and is nothing for the amateur to attempt.

Nominally handling a force of about 35 molders, the Gartland Foundry is employing a crew of 75 men at present, working one shift daily and pouring one 15-ton heat each day. Two shifts are working in the core room, making and baking the special sand cores which are inserted in the molds to give the castings their particular shapes. Some pattern work is done at the foundry, but a majority of the Gartland customers furnish their own patterns, and many of these are of unusual intricacy, for the pouring of gray iron.

From 2,200 to 2,500 individual molds may be on the floor at a time, and molders and their helpers with ladles of molten iron move as readily as possible among the long rows of molds, pouring them while the iron remains at exactly the right temperature and composition. Another group of workmen follow behind, dumping the molds when the iron is sufficiently solid and freeing the castings from the surrounding mold of solidly packed sand. Tumbling machines then remove sand and extraneous matter and give the castings a preliminary finish, and sand blasting also may be used to remove grit and other matter.

Start New Day.

At the beginning of the following day's work the making of molds again proceeds, as molders using shaking and squeezing machines pack and tamp the molding sand in a form around the cores and pattern. Meanwhile the charge of iron is being heated in the cupola preparatory to pouring, and by the time the iron is at the right temperature, new molds again fill the foundry floor.

Light to medium castings, exclusively of gray iron, are manufactured at the Gartland plant, including castings for a wide variety of products. Some of these are electric motor end plates, conduit fittings, hydraulic press parts, electric meter boxes, farm implement parts, bomb truck hubs and other articles of unusual shape and section.

Because of the foundry's ability to cast gray iron in light, intricate sections, the company's product is now finding some use as a replacement for aluminum, as the war effort places more and more restriction on the lighter metal. Company officials also point out that because of the quality of the product manufactured the plant's shipping territory is wider than that of most foundries of the same type. The great bulk of the company's manufactured articles is shipped by truck, although a large volume of inbound materials reach the foundry by rail. A spur track from the New York Central Lines serves the plant. Coke is used in quantity, the plant consuming about three carloads monthly. This product is purchased from the local plant of the Republic Coal & Coke Company.

Present officers of the Gartland Foundry Company include Mrs. Delight M. Gartland, president; Mrs. Bessie Kunkler, vice president, and Mrs. Laura Conlon, secretary-treasurer. The general manager is Joseph A. Luby, who came to the foundry in 1939 with many years of experience in the foundry business. He came to the Terre Haute plant from the Danville Malleable Iron Company, Danville, Ill., where he had been located for the previous 10 years.

The firm was organized here in

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TERRE HAUTE, INDIANA

1904 by P. V. Gartland and Michael Conlon, the latter's son, Harry Conlon, also being associated with the company in the earlier years here. The foundry was established at its present site, Fourth and Grant streets, and has been in continuous operation there since its origin. The plant has operated its own power plant and pumped its own water since that time. The foundry now occupies a brick building, somewhat more than a city block in length and one-half block deep.

Foundry operations are under the direction of E. C. Hopkins, superintendent, who entered the employ of the Gartland Company as a molder in 1907, rising to position of foreman and later to the superintendency. The office force includes Fred Bolling, bookkeeper, and Leo Mitchell, timekeeper.

Industries (I4) Community Affairs File

Gartland Foundry starts addition

AUG 29 1977

Ground was broken Monday for a new 12,000 square-foot addition to the office building of Gartland Foundry Company, Inc., 330 Grant St.

William Grimes, president of Gartland Foundry, said the groundbreaking marks one of the final steps in the conclusion of Phase II of a long-range three-phase corporate improvement program for the company.

The addition to the main office of Gartland Foundry is to provide more room for administrative personnel and space for the new computerized data information processing system to be installed in the next few months, Grimes reported.

Pete Carpenter of the Marsk, Inc., firm which designed the addition and is to construct it said the addition is to be completed before the end of October.

Phase II of the current improvement program at Gartland Foundry has included, according to Grimes, "the installation of the latest in new mulling equipment, dust collectors, sand tank storage, automatic molding equipment, the first-of-its-kind in mold handling equipment, improvement in the form of new melting equipment, a new system of Iso-Cure core making (which will eliminate the need for natural gas), improved pollution control equipment and substantial expenditures to comply with OSHA."

"Gartland Foundry is celebrating its 75th year of continuous operation under the same local ownership," Grimes pointed out.

"Gartland Foundry executives are optimistic about the future of the corporation

because of the strategic Terre Haute location, its excellent quality reputation through the years and the continual addition of equipment and facilities to this plant, which is a significant factor in any industry which is depicted as old as antiquity, but as new as tomorrow," Grimes concluded.

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T JAN 29 1982

Gartland's Sales Rise During '81

Gartland Foundry Co. a multi-million dollar Terre Haute based operation, has a positive outlook and optimistic feeling about the future economic situation for the Wabash Valley.

Under the leadership of William M. Graves, chairman of the board, and Thomas M. Boyd, president, the company supports activities to improve all phases of life in the area.

In 1981, Gartland sales amounted to \$4.5 million-a significant increase over 1980. Despite softness in the marketplace, 1981 was modestly profitable. Most companies that make up the major part of Gartland's sales progressed in 1981. Gartland sells to customers such as Cummins Engine, Baldor Electric, Gould and Anaconda (all pre-eminent in their industrial fields.) "We are guardedly optimistic for 1982. Gartland improvements in productivity and profitability should continue throughout the year. Uncertain economic and competitive conditions will intensify, but we have the material and financial resources necessary to move ahead. But, most important of all, we have the people who will make it happen." "We strongly believe that the business, profit and growth-oriented attitude in Washington will serve to produce a solid and stable economic recovery in the near future. Just how quickly this occurs will depend in large measure on the success of current programs. We look for a strong upturn in the second half of 1982," a company official said.

In November, 1981, Gartland installed two new electric furnaces, which will effectively double capacity and enable it to compete in additional markets. Planned capital expansion for 1982 will provide a solid foundation for further growth through the coming years.

Gartland has been in continuous operation since 1902 in Terre Haute under the same ownership of the Gartland and Grimes family. A manufacturer of strong soft gray castings, Gartland employs 110 persons.

"We would like to see more heavy industry settle in the Terre Haute area. We hope that the Terre Haute area will remain viable. The Terre Haute business, civic, and political leaders have the will and determination to assure a high quality of life in this area. We fully intend to participate," an official commented.

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Cause of foundry's costly fire to be told today

The cause of a fire that caused \$100,000 damage to the Gartland Foundry Co. Inc. late Saturday is expected to be determined today.

A statement concerning the cause of the fire is expected to be released today.

Officials said Saturday that the fire apparently was sparked by an overheated fork-lift truck in the shipping department.

Assistant Fire Chief Robin Nicosin said Sunday that two fork-lifts were destroyed at the

business where 100 people work.

"Their main concern was making sure their people got back to work," Nicosin said of foundry officials.

Owner William Grimes said Sunday that the foundry should re-open in two weeks.

"It could have been a lot worse," he said.

No major equipment was lost, but electrical circuiting was damaged and Public Service Indiana workers will assess damage this week,

Grimes said.

Flames were shooting out the windows when city firefighters arrived at the foundry at 330 Grant St. about 11:15 p.m. Saturday, but firefighters kept the fire from spreading to the rest of the building. They remained on the scene until about 3:30 a.m. Sunday.

The foundry has been in the Grimes family for 85 years.

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Gary's Gifts

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Cabbage Patch case settled out of court

FEB 2 1985

The case of dolls that looked like "Cabbage Patch" dolls but weren't has come to a conclusion.

Gary Kehoe, doing business as Gary's Gifts, 510 Wabash Ave., was slapped with a small-claims lawsuit Oct. 26, 1984, by Claire Catapano, 21 Wapiti Drive. She claimed she bought the dolls at Gary's under the impression they were the famous brand, only to find out later they were imitations. She said she had not been able to get

her money back.

On Friday, papers signed by Catapano were filed that said "there was a misunderstanding between plaintiff and defendant and that there was no intentional misrepresentation or fraud on the part of the defendant Gary Kehoe." She asked that the case be dismissed because the controversy has been settled.

On Nov. 30, Vigo County Court Judge John C. Kite had ruled

Catapano should get her \$78.19 returned for the two dolls and also ordered Kehoe to pay \$150 punitive damages and court costs of \$22. Kite made the order after Kehoe defaulted by not appearing in court.

Attorney Dennis R. Majewski on Dec. 12 asked Kite to reconsider the case, claiming Kehoe was absent because he thought the case had been put off.

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T FEB 12 1980

Visits General Housewares here

By CRAIG McKEE
Tribune Staff Writer

U.S. Sen. Birch Bayh, D-Ind., returned to his hometown today and visited a manufacturing firm he helped save from severe problems last fall.

During a visit to the General Housewares Corp., 1536 Beech St., Bayh told the workers he was proud to report "a success story."

Because of import competition, General Housewares is the last United States manufacturer of porcelain-covered steel cookware. When imports continued to threaten the company, Bayh testified before the International Trade Commission in September on behalf of the local industry.

The ITC voted to approve a program of import relief for the local firm on Oct. 23.

In addition, new tariffs have been imposed on porcelain-on-steel cookware imported in the United States.

Bayh said the combined effort of "management, union leaders, concerned citizens and the people who are elected to serve you" in saving an estimated 600 jobs.

In a press conference during the visit, Bayh discussed recent allegations which implied he may have received an illegal loan from a individual with alleged ties to organized

crime. The story broke last week in New York City and in some Indiana newspapers. Bayh later was cleared by the Justice Department of any wrongdoing.

"It is frustrating when FBI material is misrepresented. I still do not know what happened," Bayh said.

Bayh, who still has not officially declared his candidacy for re-election, indicated he would continue to remain neutral in the presidential campaign for the Democrat nomination.

On another topic, he said recent allegations stemming from the Abscam probe by the FBI would change the 1980 political climate somewhat, though he said he feels

little confidence had been inspired in government since the Watergate controversy.

"What comes out of the (Abscam) operation is that people assume you (have to accept bribes) to stay in business. That's not true at all," Bayh said.

He also reiterated his support for President Carter's proposal to boycott the Summer Olympics unless the USSR withdraws its troops from Afghanistan.

The General Housewares Corp. plant was shut down for approximately 30 minutes during Bayh's visit. A company spokesman said it was the first time in the history of the company for such an action.

General Housewares gets new protection from imports

T MAY 29 1982

General Housewares Corp. announced Friday that it had been advised President Reagan had continued the import protection for domestic products of porcelain-on-steel cookware through 1983.

Import protection consists of higher import duties on imports of the porcelain-on-steel cookware from all countries.

The company's request for continuation of the import relief was supported by Sens. Dick Lugar and Dan Quayle, U.S. Rep. John Myers, Gov. Robert D. Orr, Mayor P. Pete Chalos, and the United Steelworkers of America.

According to a company spokesman, "Continuation of import protection will facilitate the company's effort to adjust to import competition by improved production efficiency, product quality, and marketing program. It will also help maintain employment with a possible result in more jobs in the future.

"We could never have achieved import relief without the active support of the Indiana senators, congressman, state and local officials, and the United Steel Workers. We particularly want to thank Senator Lugar, who presented the case to the administration," the spokesman concluded.

General Housewares produces porcelain-on-steel cookware, giftware and other items for the general market.

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Business/Finance

T's JUN 8 1983

Sign of times

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General Housewares Corp. taking technological leap

By Robin Schulberg

Tribune-Star Staff Reporter

General Housewares Corp.'s Terre Haute facility is in the midst of its first technological overhaul since the plant opened in 1902.

Morrie M. Mayer, engineering manager, said Tuesday the company completed a \$2 million facelift of its enameling operations last year and plans a multi-million-dollar modernization of its fabrication operations over the next five years.

Mayer was addressing the Terre Haute Committee for Area Progress.

Although modernization might

mean some reduction in the company's 500-person workforce, Mayer predicted the most significant impact would be a shift toward more skilled jobs.

About 50 of the plants 350 blue-collar workers are in skilled positions now, he said.

The modernization was prompted by foreign competition, particularly from Third World countries, and Federal Trade Commission requirements, Mayer said. To help domestic manufacturers compete with low Third World wage rates, the FTC established a four-year-long tariff on imported cookware 3½ years ago, Mayer said.

"The string attached was you must invest in your technology so

you can compete," he said.

About 1 to 2 percent of the company's sales is devoted to research and development, Mayer said.

Formerly Columbian Enameling, the Terre Haute plant was purchased by General Housewares in 1968 and now includes headquarters for General Housewares' cookware division.

The plant, at 1536 Beech St., manufactures 450 products and has the capacity to produce 110,000 pieces of cookware a day, Mayer said. Of 17 domestic companies producing porcelain-enameled steel-based cookware after World War II, General Housewares is the only one still making that product, he said.

"Luck enters into it but we'd like to think otherwise," Mayer said.

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General Housewares battling foreign competition, fighting to just stay alive

By Jan Chait
Tribune-Star Staff Reporter

If the world cookware market was a boxing ring, the Columbian Division of General Housewares Corp. would be dancing in the middle with its dukes up, biding time before knocking out its competitors.

"We're in there fighting all the time," William D. Power, vice president of operations, said Saturday morning. "Four sales managers are (in the office) right now: We work night and day."

Earlier in the week, Power, with a defiant look on his face and a no-nonsense tone to his voice, referred to GHC's fight to gain a higher percentage of market share as all-out "war."

Weapons being used in the war between GHC its foreign competitors include money, training and technology.

Columbian Enameling and Stamping Co. built a plant at 1536 Beech St. in 1902, 31 years after the company was founded in Bellaire, Ohio.

In May 1968, Columbian became a part of the Cookware Group of General Housewares Corp.

Last year marked the first year since its opening that the Terre Haute plant had a technological overhaul, with a \$2 million facelift of its enameling operations.



Once-over: General foreman Jim Hoffman checks out cookware.

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During 1984, GHC will spend \$3 to \$4 million on the plant, or 65 percent of the firm's 1984 investment dollars.

More than \$1 million will go for new tooling and \$2 million will be spent to produce an extensive line of tea kettles.

"You can't make the place competitive unless you spend money," Power said, adding that 80 percent of the plant's equipment was purchased before 1940 with some dating back to pre-World War I.

General Housewares is in the process of applying technology developed for the auto and space industries to the cookware industry. For competitive reasons, neither Power nor Gary L. Riley, president, would give any particulars.

The company has been fighting to stay alive for some time. After World War II, there were 17 U.S. companies producing porcelain-on-steel cookware: GHC is the only survivor.

Competition from developing countries struck the first blow but, in early 1980, President Jimmy Carter approved a trade-protection

plan to assist GHC in its fight against rising foreign imports.

The four-year program called for additional tariffs on imports of lower priced porcelain-on-steel cookware.

In return, GHC agreed to make operational improvements in the company.

"The real dollar value to the company was questionable, but it created an environment where GHC had to create a strategy for porcelain-on-steel cookware," Riley said.

"One good thing was, we had to look at the business and do something about the business."

Rising costs of energy and materials have also acted against the company. In September 1982, during a hearing on a utility rate-hike request, Power talked about the effect rising fuel costs would have on the firm.

K-Mart and Sears, which then comprised 26 percent of GHC's sales, had said they would buy from other suppliers if General Housewares raised prices above the rate of inflation.

"This would seriously affect our ability to stay in business," Power said at the time.

Rising costs did force GHC to raise its prices above the cost of inflation, and Power said Saturday. K-Mart and Sears are now buying a higher percentage of their cookware from foreign markets.

Programs to reduce energy costs and to use employees as resources for cost savings have also been instigated at the plant.

Major energy and cost savings resulted when old furnaces used to fire the cookware were replaced.

"The old furnaces had ceramic and brick inside which would deteriorate when it was heated and cooled," Riley said. "They took two weeks to cool down and four days to bring back up to temperature."

Four new furnaces installed over the last three years take two hours to cool and reach 1,450 degrees in just one hour, allowing them to be shut down over the weekend.

Smaller or more efficient motors installed on machinery throughout the plant have also resulted in cost and energy savings.

A "very aggressive" suggestion program in which employees are paid a percentage of the savings when a proposal results in lower costs has also worked to the benefit

of the company, Power said.

"Every time a person submits a suggestion or displays some effort above normal, they get a T-shirt," Power said. He displayed a red shirt with a golden eagle and the words "Commitment to Excellence" emblazoned on the front. "You see these shirts all over the plant."

New machinery being installed in the plant will allow products to be manufactured at a faster rate, also cutting costs. But, Power said, new machinery doesn't necessarily mean a decline in the workforce.

"Not only will it not decrease the workforce, but it will expand the workforce," he said. "We'd love to fill up three shifts, seven days a week. This plant likes volume. It needs volume. Our objective is to grow this business."

Currently, GHC employs 400 workers on two full shifts and a partial third shift. Normal employment there is 500 persons.

"We want to be the number one company in Terre Haute," Riley added. "We're looking to bring some new things to town."



Tribune-Star/Bob Poynter

A pot for every need: General Housewares Corp. tries to ward off foreign competition

GHC's trip from '18th century to 20th century' costs millions

By Jan Chait

Tribune-Star Staff Reporter

"Made in Japan" carries a new meaning at General Housewares Corp., 1536 Beech St.; it means "survival."

The firm is fighting fire with fire in its effort to carve a niche in the \$50-million-a-year teakettle market, now dominated by Japan and Taiwan. The tactics involve using foreign technology to compete with foreign imports.

"All of our competition is foreign," Bob Curry, production manager, said.

And so is the Japanese-made, Komatsu-brand automatic transfer press which should begin to turn out teakettles by the end of this month. The machine will do the same work that used to require several machines.

"Hopefully, with the new equipment, we'll be able to make a quality piece of ware at a competitive price," Curry said. "There's

no one left in the United States putting enamel on [steel]."

The plant here, which opened in 1902 as Columbian Enameling and Stamping Co., manufactures porcelain-covered steel cookware. The firm's Sidney, Ohio, and Kewaunee, Wisc., plants manufacture other types of cookware.

Last year GHC spent \$4 million to upgrade and to replace equipment in the plant here, William Power, operations manager, said. Teakettle manufacturing equipment cost another \$2 million. Next year, if all goes as planned, the firm will pour another \$3 million into its Terre Haute plant.

"We're not only investing to keep the company in Terre Haute, we're trying to bring it out of the 18th century when it comes to manufacturing and bring it into the 20th century."

Bringing the plant into the 20th century meant conducting a worldwide search for the best materials.

"Unfortunately, it's [products] not always from the United

States," Power said. "If we can borrow from our foreign friends like they borrow from us, so be it. The name of the game is to beat them."

Cookware sales have remained constant recently because of smaller household sizes and a growing trend toward eating away from home. At the same time, the market share of foreign imports has grown from 26 percent to 40 percent in the past six years, Curry said.

In the last two months, GHC has had orders for teakettles equaling the number placed for all of 1983.

"We're trying to put one [teakettle] on the market in a price range where foreign competition making the same thing can't come along and shoot us out of the water," Curry said.

Power was more vehement: "We're struggling, but we're having fun," he said, then paused. "The name of the game is to kill those b-----. The best competitor is a dead man."

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Despite foreign competition, local firm still handling pans

Is FEB 22 1987

By John Halladay
Tribune-Star Staff Reporter

General Housewares Corp. at 1536 Beech St. is America's only manufacturer of enamel-on-steel cookware. And it's no Johnny-come-lately.

The business, was formed in 1871 in Bellaire, Ohio, as Bellaire Stamping Co., to manufacture metal stampings, screw caps for Mason jars and kerosene lanterns

In 1902, after two fires, an interim move, the addition of a line of enamelware, and a name change to Columbian Enameling and Stamping Co., the firm came to Terre Haute.

In May 1968, Columbian became a part of the cookware group of General Housewares Corp.

General Housewares has felt the bite of foreign competition in recent years, says Bill Power, vice president for manufacturing.

While he declined to supply specific production figures for his plant, he did make available data compiled by the Cookware Manufacturers Association.

That industry-wide association shows increasing foreign encroachments in the cookware market, with imports in terms of numbers

of units running 51.5 percent compared with domestic production during the first nine months of 1986; in 1982, imports were 37.9 percent.

General Housewares' most recent annual report — for 1985 — says the business had "a very difficult and disappointing year" but held out hope that the marketplace would be changing, partly as a result of lowered inventories.

The business is fighting back — in part, by getting ready to make additional types of products.

"We see there's a significant opportunity in the industrial portion of the business," Power said.

General Housewares also is pursuing the "fashion" end of the business, by making cookware in unusual colors, among other things.

Many activities, including repair and modification of manufacturing equipment, are done in-house, which not only saves money but also means the business can respond more quickly to changing consumer preferences, Power said.

During peak periods, such as spring, when canners are produced, and fall, when roasters are made, 200-225 people work at the Terre Haute plant. Right now, employment is about 140, Power

said.

A tour of the plant, which has about 460,000 square feet of floor space, takes about an hour — from the Black Iron Shed, where 24 million pounds of steel come in during the year, past the many large, dark, presses that process 15 million pieces a year, into and out of furnaces where the enamel is baked onto the steel, the mill room using more than six million pounds of coating material a year, to the inspection and wrapping area.

Some of the equipment is new within the last year or so; some goes back to shortly after the business came to Terre Haute.

As Steve Wible, manager of engineering services at the Terre Haute plant, points to two steam-operated air compressors that were installed in 1913 and have run seven days a week ever since, there is admiration in his voice. "The old-timers did it under very difficult circumstances, and did it very, very well," he said.

Recent improvements include a 400-ton automatic transfer press that can run up to 25 strokes per minute with just one operator. The business also is installing high-pressure sodium lighting, which gives General Housewares a cost break and improves lighting at the same time, Wible says.

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Steelworkers ratify pact at General Housewares

TS 3/1/91

Business & Industry (WV)

By David Delaney
Tribune-Star Staff Reporter

Members of United Steelworkers of America Local 8397 overwhelmingly ratified a three-year contract with General Housewares Corp. Sunday.

The vote was 143-21, with 27 no-shows from the union's 196 members. Several ballots were spoiled and not counted.

The contract, which covers the period from Tuesday until March 9, 1990, calls for a lump sum payment of \$300 to each member the first two years. During the third year, members receive a 2 percent increase of their base pay rate.

"The average increase for members is approximately 15 cents an hour," William "Woody" Woodcock of the steelworkers office said.

He said the average GHC worker makes \$8.75 an hour.

"It [the contract] is not all we wanted," Local 8397 president James Royer said, "but the negotiations went pretty good. The company came out with a final proposal and didn't say 'take it or leave it.'"

Seniority was an issue in the local negotiations. "We need a system that would allow us to use seniority in the event of a layoff," Woodcock said. Although that union demand failed to find its way into the new contract, "we did get a contract that both parties can live with," he added.

Bill Power, GHC's vice president of manufacturing, expressed gratitude the union ratified the contract.

"We're a business in a survival mode," Power said. He pointed out that 54 percent of all cookware purchased in the United States was manufactured out of the coun-

try.

Power said it's difficult to compete with companies in China and Taiwan, which pay their workers 50 cents an hour. "Our hope rests on good service and a quality product," he said, adding that he hopes workers will contact their senators and congressman about imposing tariffs to keep America more competitive with foreign countries.

"We need a tariff on cookware," Woodcock said. "Hopefully, we can get a trade bill before Congress."

Woodcock said he doesn't see the future as being any brighter for General Housewares. Only six years ago, the local firm had nearly 600 workers on its payroll, he said. That number has since fallen to less than 200.

He also said 15 countries are importing porcelain-on-steel cookware into this country, making it a very competitive industry.

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ANTIQUE BUS A TERRE HAUTE PRODUCT—Side-curtained and fabric-topped in the manner of the latest model cars of its time, this bus once served travelers journeying to and from Rockville via Rosedale. The custom-built body is one of many built for pioneering bus companies in this region by the Giffel Body Mfg. Co.

Local Firm Reviews Half-Century Span

The Giffel family has good reason to remember the exact date John J. Giffel entered business with the opening of the Giffel Carriage and Auto Painting Company. It was just one week before the fateful Easter Sunday, March 23, 1913, when tornado and floods swept the city.

Trucks were a rarity in those days and the new firm concentrated on the repair of buggies, drays and wagons. Fred Giffel, son of the founder, remembers the first job his father handled in the new establishment was the repair and repainting of a pony cart.

A portion of the space the firm occupied in what was once a feed mill, at 845 Lafayette avenue, was given over to a blacksmith shop where, in addition to forging parts for carts, buggies and autos, horses were shod.

The Giffel Company was not long in developing a reputation for building excellent bodies for horse-drawn bakery and milk wagons.

As the auto and truck industry advanced the Giffel organization kept pace. In 1919 John Giffel purchased the building where he had originally rented space and enlarged the upholstery and body-building division. In what was known as the "trimming department" the firm specialized in such all-but-forgotten items as custom-made

ning committee include Dr. Paul F. Muse, department chairman; J. Richard Becker, associate professor; Vachel E. Breidenbaugh, professor; Miss Wynnie Ford, instructor; Melvin Southard, teaching fellow, and Dr. Robert P. Steinbaugh, associate professor.

Miss Barbara Harden is the representative of the "Heart of the Nation" chapter of the National Secretaries Association on the planning committee. The local chapter is co-operating with the ISC Business Department in sponsoring the clinic.

The Indianapolis Achdiocesan Business Education Association is meeting in conjunction with the Business Education Clinic.

Persons planning to attend the Pi Omega Pi banquet on Friday evening, March 22, should make advance reservations at \$2 per plate with J. Richard Becker, ISC Business Department.

taps and side curtains for the touring cars and roadsters of that era.

As trucks proved their practicability, John Giffel and his staff turned to creating specialized truck bodies including those for buses, delivery vans and funeral coaches. The firm gained national prominence when it developed the first successful refrigerated trucks for the meat packing industry. Beginning with models cooled by ice, Giffel's next designed bodies utilizing mechanical refrigeration.

Those first buses looked much like elongated, side-curtained touring cars and truck bodies had much in common with their forerunners the horse-drawn drays. Streamling soon entered the picture, however, and Giffel truck bodies became noted for their good styling as well as their efficiency and durability.

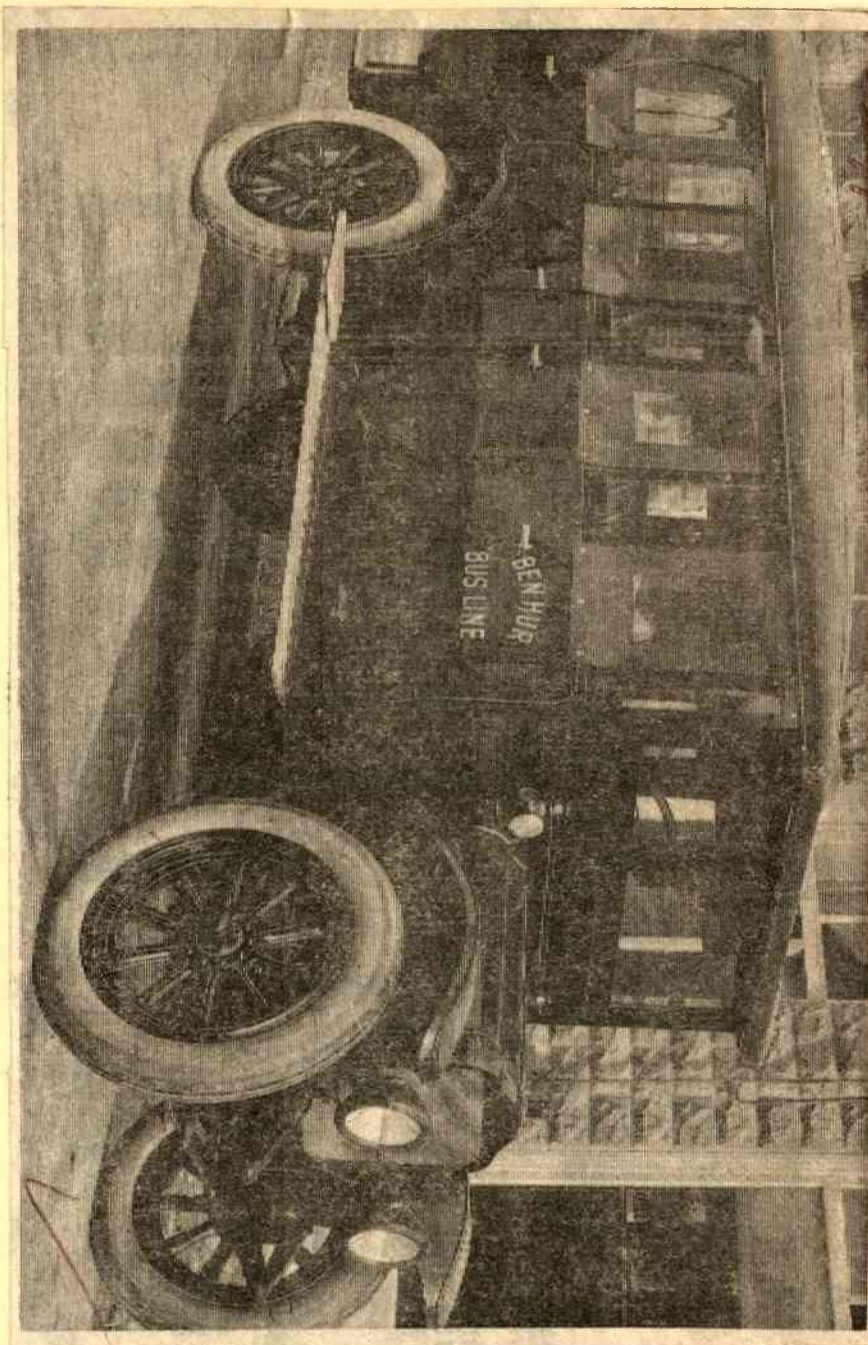
Following World War 1, the Giffel firm entered the sales field and for many years were representatives for some of the nation's leading auto and truck manufacturers.

While still in his teens, Fred Giffel joined the firm, working in every department of the business during the following years. Fourteen years ago he assumed the position of manager when ill health forced the semi-retirement of his father.

Today, as it enters its fifty-first year, the firm, now known as the Giffel Body Mfg. Co., concentrates on body work exclusively repairing autos, trucks and transport-trailers of all kinds and building new custom-designed bodies.

Facilities have grown to the point where they occupy almost a complete block, including, in addition to the highly mechanized shop, an extensive warehouse and spacious parking areas to accommodate the largest vehicles. The shop is staffed by a remarkably talented crew of metal workers and body repairmen, two of whom boast enviable service records. They are Frank Pel with Giffel's for 35 years, and Earl Kirkendall with 32 years of service to his credit.

Greatest pride of the company as it celebrates its fiftieth year of business is the fact that it is still serving many customers who were among its first clients when the firm began its illustrious career.



DO NOT CIRCULATE
REFERENCE

New Gillis Memory Chapel

Construction Plans Unveiled

Business (T.H.) Community Affairs File

S FEB 8 1973

A new Gillis Memory Chapel will be constructed at 4201 S. 7th St. to replace the present structure at Eighth and Chestnut Streets, according to an announcement Wednesday by Michael Gillis, president of the firm.

Construction for the new chapel, to be located on a 2.8-acre tract just south of Terre Haute South Vigo High School, is ex-

pected to begin soon and to be completed by the end of the summer.

The design will be contemporary, with simple styling of the facade and spaciouly appointed foyer and parlors, according to the president. The building will be totally electric, with heating, air conditioning and filtered air designed for maximum comfort, and with custom sound equipment.

+ + +

More than an acre of ground will be available for parking and the new location will be easily accessible from main streets and thoroughfares as well as from Highway I-70 and Highway 41.

The new facility will bring to Terre Haute the "newest ideas in modern funeral home design," according to the announcement, and the grounds will be landscaped appropriately.

Although the Gillis Memory Chapel will offer many outstanding features there will be no increase in cost to those served, Gillis said. The functional design of the new facility will allow the staff to be minimized without reducing the quality of service. The firm's dedicated purpose now, as in the past 78 years, will be to better serve the people of Terre Haute, he pointed out.

The staff of the Gillis Memory Chapel represents years of technical training and experience.

Gillis in speaking about the new location noted that much care and consideration had been given to the selection. It was necessary that the site be ac-

cessible from everywhere in the community, as well as to the major highways. Also necessary would be a place of privacy, away from noise and congestion. A very important feature would be the atmosphere and future of the selected area.

+ + +

The Gillis firm was founded in 1895 by A. O. Gillis of Terre Haute, grandfather of Michael Gillis who assumed the presidency in 1966 upon the retirement of his father, Kenneth J. Gillis.

The 78-year-old firm first was located on Fifth Street and then moved to the 600 block on Cherry Street and from there to Seventh and Chestnut Streets and finally to the present location.

Gillis and his wife, the former Patricia Dorsey, graduated from Wiley High School. He is a graduate of Wabash College and serves on the institute's alumni Advisory Council and is a member of the Rose-Hulman Institute of Technology Development Council.

Gillis is a member of Euclid Lodge 573, F.A.A.M., Scottish Rite, Valley of Terre Haute, Zorah Shrine, Elks Lodge 86, Terre Haute Area Chamber of Commerce and the Aero Club.

He is a member of the Kiwanis Club Board of Directors, a past director of the Adult and Child Guidance Clinic and a director of the Wabash Valley Chapter of the American Red Cross.

Gillis also is a member of the National Funeral Director's Association; president of the Sixth District of the Indiana Funeral Director's Association and past president of the Vigo County Funeral Director's Association.

Mrs. Gillis is active in service and social organizations. The couple has three children: Scott, a pupil at Terre Haute South Vigo High School; Ann, a pupil at Woodrow Wilson Junior High School, and Pete, a pupil at Thornton School.

Gillis Funeral Home

ter, Terre Haute, Ind., Thursday, February 8, 1973.



NEW GILLIS MEMORY CHAPEL — Shown above is the architect's drawing of the new chapel to be built at 4201 S. 7th St. on a site just south of Terre Haute South Vigo High School.

Construction is expected to begin soon and to be completed by the end of the summer

New Gillis Memory Chapel Has Grand Opening Today

By SALLY PROFFITT

Today, Sunday, Jan. 27, from 1 to 6 p.m., one and all are invited to attend the grand opening of the all-new Gillis Memory Chapel, 4201 S. 7th St., just south of South Vigo High School.

Michael Gillis, president, is the third generation carrying on the fine family traditions of the funeral home which was founded in 1896 by his grandfather, A.O. Gillis. In 1966 Michael Gillis became president following the retirement of his father, Kenneth Gillis.

It was this writer's pleasure to tour the new facilities with Gillis earlier this week. We were impressed with the contemporary styling of the exterior of Bedford sandstone which is carried into the foyer with its cork walls and cushioned parkay floor. Bronze tinted glass in the foyer lets one look out upon a small park with two groves of trees. The large black topped parking area is divided by a 10-foot planter that, come spring, will be filled with flowers, shrubs and trees.

One feels dignity, warmth and comfort as he or she walks on gold carpeting throughout the interior. Gold and off-white wall covering and paint, with beautiful gold chandeliers gives additional tranquility to the home.

The beautifully appointed foyer divides the parlors and chapel. We were delighted to

see the chapel which has always been a part of the Gillis tradition. Here one finds the old-fashioned pews with blue velvet, buttoned cushions. Lovely blue drapes hang from three arches at the front of the chapel. Beautiful paintings by Omer "salty" Seamon adorn one wall adding to the peaceful feeling surrounding one upon entering.

Using ceiling to floor, off-white, carved, Pella sliding doors, the foyer and parlors can be made into additional visitation rooms or to accommodate larger or smaller groups of visitors.

Soft yellows, greens and golds have been used throughout the interior. A lounge for visitors provides coffee, tea and hot chocolate; also a place for guests to smoke and or relax.

Gillis' office provides a study for ministers. This room and the business office is furnished with black leather desk and chairs, with walls finished in dark

brown cork. This study also contains controls for the finest in custom sound equipment.

The arrangement office near the west end has a display room and vault display room opening off the sides. Behind this area is the living quarters for night employees. Near this area is the preparation room and then the large garage area. The building is totally electric with heating, air conditioning and filtered air.

"Mike" as he is called by all who know him is a graduate of the former Wiley High School and Wabash College. He serves on that college's alumni Advisory Council and Rose-Hulman Development Council. He is a member of the National Funeral Directors Association, president of the 6th District of Indiana Funeral Director's Association and belongs to many civic organizations in Terre Haute.

His wife, the former Patricia Dorsey, is also a graduate of Wiley High School and Indiana

Wiley Funeral Home

Is JAN 20 1974



SCENE OF GRAND OPENING—The recently constructed Gillis Memorial Chapel, 1201 S. 7th St., will have open house for the public this afternoon, Jan. 20, from 1 to 6 p.m.

University. She too is very active in community affairs. They have three children, Scott, Anna and David. The Gillis family has brought to our community one of the most beautiful and convenient places of worship and a cordial welcome to all who enter.

Glas-Col

Glas-Col to mark 40th anniversary

Industries T-11
Glas-Col Apparatus Company, 711 Hulman St., a firm that got its start due to a laboratory fire accident, Thursday celebrates its 40th anniversary.

After being injured in a lab fire at Commercial Solvents, research scientist Glen H. Morey developed a "heating mantle" to shield workers of open flame bunsen-burners that frequently caused lab fires.

The mantle proved efficient and fire proof, and as a result, Morey and his wife Ruth (who helped him develop the mantle) soon opened the Glass-Col Apparatus Company, Dec. 13, 1939 in the back room of their five-room apartment.

The company, named "Glas-Col" for glass columns it planned to produce, had an open house Monday to celebrate its 40th year in business.

Vigo County Public Library

Community Affairs File

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Business & Ind. (W. U.) Community Affairs File

City firm gets stamp of approval

IT SEP 8 1985

By Jan Chait
Tribune-Star Staff Reporter

What Terre Haute firm was named for a product it never manufactured and the product it does manufacture has virtually replaced an essential part of every laboratory and has been featured on a commemorative postage stamp?

The answer is Glas-Col Apparatus Co., located in a two-story yellow-brick building at Seventh and Hulman streets in the midst of a concentration of retail establishments, and employing 90 persons.

Glas-Col employees make heating mantles and other equipment, which can be found in laboratories all across the United States and in some foreign countries.

A fire at Commercial Solvents Corp. (now International Minerals and Chemical Corp.) in 1939 was the flame which sparked an idea in Glas-Col's founder, a research chemist named Glen H. Morey.

According to company literature, "a sudden fire burst out in the Commercial Solvents lab when a gas burner heating an oil bath ignited vapors from a shattered flask of acetone dropped several feet away.

"Dr. Morey was injured in that fire, and it convinced him lab workers needed a new method for heating flasks — one that would eliminate the hazard of open flame burners and electric heaters with exposed wires."

He and his wife, Ruth, worked in their spare time to develop a heating device with electric resistance wires woven into a fiberglass cloth sheath. They called it a "heating mantle" because it surrounded the object being heated.

The Moreys' invention was so significant that, in 1951, it was pictured on a commemorative stamp issued by the United States in honor of the American Chemical Society's Diamond Jubilee.

To visualize how the mantle works, imagine an electric blanket formed into a thick nest which molds itself around an object and surrounds it with heat.

Glas-Col President Raymond E. Rickert explained that his firm's mantle is superior to the Bunsen burner — which the mantle has virtually replaced — for several reasons, virtually all of which are

safety factors.

First of all, "there are no open gas flames" with the mantles, he said. "A lot of chemicals used in laboratories are flammable."

In addition, a single gas flame, such as those on Bunsen burners, heats objects at a single point, whereas the Glas-Col mantle surrounds the object with warmth. "This prevents thermal strains in the glassware," Rickert explained.

Because the vessel being heated sits inside the heating unit, rather than on top, the vessel cannot topple over and, in case of an explosion or implosion, the mantle helps to contain what would be flying shards of glass.

Also, because the mantle is fabric, rather than metal, there's less of a chance of breakage when a glass vessel is placed inside the heating unit.

Glas-Col is short for **glass columns** because, at the time the Moreys formed the company in late 1939, Dr. Morey believed demand

for the heating unit would be small.

Because he was expert in glass blowing, Morey decided to manufacture glass columns to supplement the firm's product line, figuring that the breakable glass would need to be replaced frequently.

However, Glas-Col never manufactured the product for which it was named because the demand for the heating mantles was so high there was no time to make glass columns.

In addition to manufacturing set items, Glas-Col also does a lot of specialty work.

"We do lots of one-of-a-kind things," Rickert said. "We don't use the phrase as a slogan, but internally we say, 'you name it, we'll heat it.'"

And, over the years, Glas-Col has fabricated heating devices for everything from flour storage tanks for Pillsbury (to keep moisture from condensing inside

the tanks and ruining the flour) to a mantle for a dog's hind leg (to hasten the healing process) to 1/4-inch thick pads half the size of a sheet of typing paper to keep rats warm during surgery.

Because it's difficult to predict who'll want what next, Rickert, a former design engineer, says the work is "really interesting. It's fascinating. The phone rings, and you don't know what it's going to be."

Glas-Col's slogan has changed over the years. In the early days, it was "Glas-Col Means Safe Heating." But, in 1961, the slogan was changed to "Specialists in Chemical Heating" to reflect the many different applications for the heating mantle.

In 1978, an even more representative slogan, "Still the Standard," reflects the fact that a Terre Haute-born and -bred product is considered a standard piece of equipment in most laboratories.

Community Affairs File

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VIGO COUNTY PUBLIC LIBRARY
TERRE HAUTE, INDIANA

Glas-Col Apparatus Co.



Tribune-Star/Jan Chait

Sew-sew

Susie Roberts pulls a thread taut as she sews a heating mantle at Glas-Col Apparatus Co. The 46-year-old firm manufactures fiberglass heating mantles, an item which has virtually

replaced Bunsen burners in laboratories. Heating elements are incorporated into the soft, fabric mantles.

T.H. BUSINESS
STAR 12/4/1970

Formal Opening Set Today At Glidden Furniture Store

By SALLY PROFITT

Glidden Furniture, 929 Wabash Ave., formerly known as Furniture Fair will celebrate its grand opening Friday, Dec. 4 and will run through Sunday, Dec. 6.

William L. Glidden, president and owner of the firm is a native of the Wabash Valley. Glidden has been in the furniture business since 1965 and has been associated with several furniture stores in Terre Haute before going into business for himself.

Glidden has kept the same personnel that was with Furniture Fair with the exception of William Kern as assistant manager. Kern has been in the furniture business in and around Bloomington, Ind., for the past 20 years.

+ + +

The former King Store, 915 Eagle, is a subsidiary of Glidden Furniture and is still under the management of John Kirchner.

Glidden in speaking of the new furniture store stated, "We will handle quality furniture on all four floors of our new store. We will feature budget priced merchandise with all types of credit to fit any budget."

"As an added personal service, any merchandise sold goes to what we call our 'ready-room' where the furniture is inspected by our experienced personnel. The furniture is then polished and our service man double checks the particular item or items to see that each piece is in perfect condition. The furniture is then wrapped in plastic. We like to think that we give 'loving care' to all our merchandise before delivery to your home or office."

Glidden went on to say "I believe we have one of the finest furniture stores in the Wabash Valley. On our first floor we feature combination living rooms, dining rooms, bedroom suites and John Madden sofas plus a large selection of Barcelona reclining chairs. Our furniture is by such famous manufacturers as Consolidated, Prestige, American of Martinsville, Thomasville, Pulaski and Hollywood Wakefield. Our first floor also has an outstanding selection of accessories including Rembrandt lamps."

+ + +

"On our second floor we feature dining rooms, bedrooms and bedding. Our styles here include Traditional, Mediterranean, Spanish, French, Italian, Colonial and Modern. Our box



William L. Glidden, president of Glidden Furniture Store.

springs and mattresses are by Simmons."

"Our third floor, Glidden said, "is unusual in that every living room and bedroom display has a spotlight on it. We have indirect fluorescent lights and lamps. By highlighting our furniture the buyer may see the true colors and picture it in her own home."

"The third floor has a wide selection of living room upholstered furniture for any decor and by famous manufacturers. Here you will find such styling as Spanish, Traditional, Mediterranean, Contemporary, Modern and Early American in price ranges from medium to the elite."

"In the lower level of our furniture store we have small dinette sets and we are closing our summer patio furniture to make room for new merchandise."

During Glidden's grand opening, ladies attending will receive a free gift of imported French perfume. Glidden invites all who attend to register for a Beautyrest mattress and matching box springs, a beautiful desk for the home, and various pairs of lamps to be given away at the close of the grand opening.

T.H. Business



GLASS IS THEIR BUSINESS—Bruce Kasameyer, left, and Walter Eisenhuth, right, are the two main people in the Kasameyer Glass, Inc., business at 3030 Wabash Ave. Bruce is owner of the firm, and Walter is salesman.

Glass Breakage Can Be Shattering Experience

Add the increase in auto traffic to the growing construction business and you have two reasons for needing a qualified glass dealer.

Kasameyer Glass, Inc., 3030 Wabash Ave., is such a dealer, having been accepted by all insurance companies.

Ray Kasameyer, owner, says the firm is involved with two kinds of work: insurance jobs and construction on new buildings.

Kasameyer installs Shat-R-Proof windshields on any kind of car. The NSG sticker in the lower right corner indicates a guarantee that the windshield will not leak and will be free from "strain cracks."

The second concern at Kasameyer's is glass construction on new buildings. More and more business men and home owners are incorporating glass walls and partitions in their buildings.

Thermo-Proof picture windows provide insulation so necessary in homes and offices.

in glass installations.

Kasameyer is also a jobber for one of the nation's top producers of flat glass, American Saint Gobain Corp. They supply buildings, lumber yards and home improvement centers in a ten county area.

Fine furniture deserves the best care, and American Saint Gobain glass gives the kind of care to elegant finishes which protects it from scratches and stains.

Custom-cut glass is used in the home to protect tables, food preparation centers, chests and many other surfaces.

At work, the executive desk is frequently covered with glass and at play, glass tops provide a smooth surface for a picnic table, protecting it from the weather.

Plexiglass, the crystal clear substitute for glass, is also sold by Kasameyer Glass, Inc.

Its advantages are numerous: breakage resistance is 6 to 17 times as great as window

glass, and transparency is equal to the finest optical glass.

Kasameyer carries in one-sixteenth, one-eighth and one-fourth inch widths, and can be ordered in thicker widths.

Easy to cut, fill, clean and install, it is less than the weight of glass and has no sharp edges to cut, making it ideal for storm doors, windows, splash panels in the kitchen and bath room, push and pull plates on doors, chair seats, rug protectors and as table top coverings.

A color version comes in 4x8 foot panels and is much in demand for new church construction, as it gives the effect of stained glass.

Flair is its name, and it comes in 17 colors providing decorators with the answer to room dividers, screens and stained glass windows.

The company is also a job and retail outlet for O'Brien paints.

Ray Kasameyer's son, Bruce, is secretary-treasurer of the firm. They have had years of experience in the glass business and are ready for any problem, whether it is a 24 hour emergency or a consultation.

Goodrich B.F.

Good move by Goodrich

Terre Haute plant a 'quality' operation

BUS + IND - (WV) -

SEP 28 1985

By Jan Chait

Tribune-Star Staff Reporter

When B.F. Goodrich was scouting around for a plant to make polyvinyl chloride, it had a chance to buy an RCA plant in Indianapolis or CBS Inc.'s vinyl compounding facility at 3001 N. 35th St.

"I think our officials made it easier to come to Terre Haute," Plant Manager Hans Kletke said last week during an interview in his office.

Goodrich received tax abatements amounting to \$600,000 over a 10-year period and \$175,000 in on-the-job training funds, including \$150,000 from the Western Indiana Private Industry Council Inc. and \$25,000 from the state.

And Goodrich appears to be paying the city back for its largess.

When B.F. Goodrich bought CBS Inc.'s vinyl compounding facility at 3001 N. 35th St. on Oct. 26, 1984, there were 13 employees working one shift. At that time, Goodrich planned to employ 40 persons within three years.

Now, less than two years later, 54 employees work around-the-clock, seven days a week, to produce Geon Vinyl compounds which are fabricated into such things as wire and cable insulation, bottles, pipe fittings, window components, appliance and business machine parts and more.

In addition to the purchase price, which Kletke said was "very expensive," Goodrich has invested between \$2.5 million and \$2.6 million to convert the plant to meet its needs.

"When we got it, we spent \$50,000 just to clean up the plant," Kletke said. That was because CBS made only black vinyl and Goodrich makes plastics covering the whole spectrum of colors.

Conversions include an automatic scale system, construction of a warehouse addition, a laboratory building, a tank farm and a load-out silo. "Then we changed the equipment to fit our needs," Kletke said.

About \$1.5 million comes back to the city each year in the form of taxes, wages and purchases from local suppliers.

Goodrich makes hundreds of polyvinyl chloride compounds which are shipped to customers in pellet form, and it's "a very good material, I might add," said Senior Engineer Steve Holehan.

Kletke said this plant's customers tell him that "with our compound, they can run 10 percent faster. When we get something like this, it makes our plant very proud. I think the spirit here in this plant, maybe because it's so small, is just terrific. We all work hard; we all work together. It's just amazing."

"It's a team effort," said Janet Young, human resources manager for the plant.

The three point with pride to the accomplishments of the employees here. In the last year, there have been no off-the-job accidents and no lost-time accidents. The Terre Haute plant has the lowest absentee rate in the B.F. Goodrich organization.

In 1985, it earned the B.F. Goodrich Presidents' Safety Award, the Chemical Manufacturers Association Award and the national Petroleum Refiners Association Award.

So far, it looks as though the local plant will pick up another Presidents' Safety Award this year.

"It's the team concept," Holehan said.

"And the enthusiasm," Young interjected. "It's noticeable."

"Pride's the quality we see. Think ZD," says a sign on the back of one door.

ZD stands for "Zero Defects," a commitment to quality that every Goodrich employee is asked to make.

This Friday, the local plant will celebrate its first Zero Defects Day, during which awards will be presented to four suppliers who have met Goodrich's standards, including Terre Haute's Hardware Supply Co. Inc. at 940 Chestnut St.

Those suppliers are getting the award because, Kletke said, "they have never missed any of our requirements concerning codes, packaging, they're on time, they include a certificate of analysis . . .

When they do this time after time, in every shipment, they deserve to be recognized."

But back to this Zero Defects thing. "People said, 'Hans, there's no such thing as zero defects. Every plant is run by human beings and human beings make mistakes,'" Kletke said.

But, he added, "we expect a car to have zero defects. For our private life, we have other standards than, perhaps, for our company. Take nurses in the hospitals handling our babies. Will we allow 3 percent mishandling? Or is 2 percent acceptable?"

"We tell our people, 'take more time and examine what you're doing. This way our quality is free.'"

Holehan explained further, saying: "Quality is free. The cost of quality is what it costs to do it wrong."

"I think the Terre Haute plant is fast gaining a good reputation in the field," Holehan said.

"Our goal," Kletke added, "is to be the best compounding facility in the B.F. Goodrich system."

And the plant here just may continue its growth as polyvinyl chloride makes more and more inroads.

"PVC compounds are coming stronger and stronger," Kletke said, "especially since deregulation is allowing it for food containers."

"And, of course," Holehan said, "it comes from Terre Haute, so that makes it a plus."

Community Affairs File

Waco County Public Library

REFERENCE
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Storage For a Million Bushels Provided By Graham Grain Co.

The Tribune-Star today presents the fourth in a series on Terre Haute industries and their development. Today's story reviews the progress of the Graham Grain Company and its part in "What Makes Terre Haute Great."

ONE MILLION BUSHELS of storage capacity for grain is something Wabash Valley farmers can appreciate, with surpluses of all grains mounting as harvesting of a record wheat crop proceeds toward its close.

That is the capacity provided by the numerous elevators of the Graham Grain Company, soon to complete a quarter of a century of service to growers of grain on a wide expanse of farmlands around Terre Haute.

This home-owned organization—it was founded in 1930 by Carl M. Graham, a Terre Hautean, with the help of two employees—now gives employment to 30 workers, four of whom have been with the company more than 20 years.

Harry Miller, who joined the company in 1935 and is now a partner, is like Mr. Graham, a resident of Terre Haute.

Besides the 30 regular employees the firm takes on, during harvest seasons, additional help to provide more efficient service. It has expanded its services to include feeds, seeds and farm implements.

Originally started in 1930 with an elevator at Libertyville, Ind.,

the Graham Grain Company has enjoyed an increasing amount of business each year until today it is one of the outstanding organizations of its kind in the Middle West. Two years after the start at Libertyville Graham and his associates opened elevators at Riley and Lewis in southern Vigo County. All three of these elevators had been owned by the late

Paul Kuhn of Terre Haute and had been closed. In 1934 a new elevator was built on Prairieton Road in Terre Haute, and it is now known as the Perkins Elevator. In 1937 the Vigo Elevator was purchased from Bert Cottrell and Sons and it is now being operated primarily as a seed

house, and also to receive ear corn during rush seasons. A few years later the Wabash Elevator at Wabash avenue and First street formerly owned by Sparks Milling Co., was purchased.

To give better service to the farming community, the profits have consistently been put back into new elevators and equipment. In 1947 a large concrete elevator was erected at 120 Voorhees street, and it is known as Greenwood Elevators. It was this addition that brought the total storage capacity of the Graham elevators to the million bushel mark.

Real Boon To Farmers.

The Graham Grain Company enterprise has proven a great boon to the farmers of this community. Most farmers take their grain to the elevators during harvest time; if they do not think the market suitable at that time, they may store their grain at a small cost per month, then sell it at any time they desire at the prevailing market price. This has proven especially profitable to owners of soybeans because in eight out of the past ten years, soybeans have increased in price after harvest time. Greenwood is equipped with the best in loading and unloading equipment. Not only can they handle from twenty to twenty-five trucks per hour, but they also can load and unload ten carloads of grain per day. They have the latest in grading, cleaning and drying equipment.

The Graham Grain Company operates a retail implement store at 219 South Fourth street and they have handled Case farm machinery since 1934 which makes them one of the oldest retail implement dealers in Vigo County. This department is managed by Mr. Kermit Nees, who has been with the company for 14 years.

Purchases Sunshine Feed.

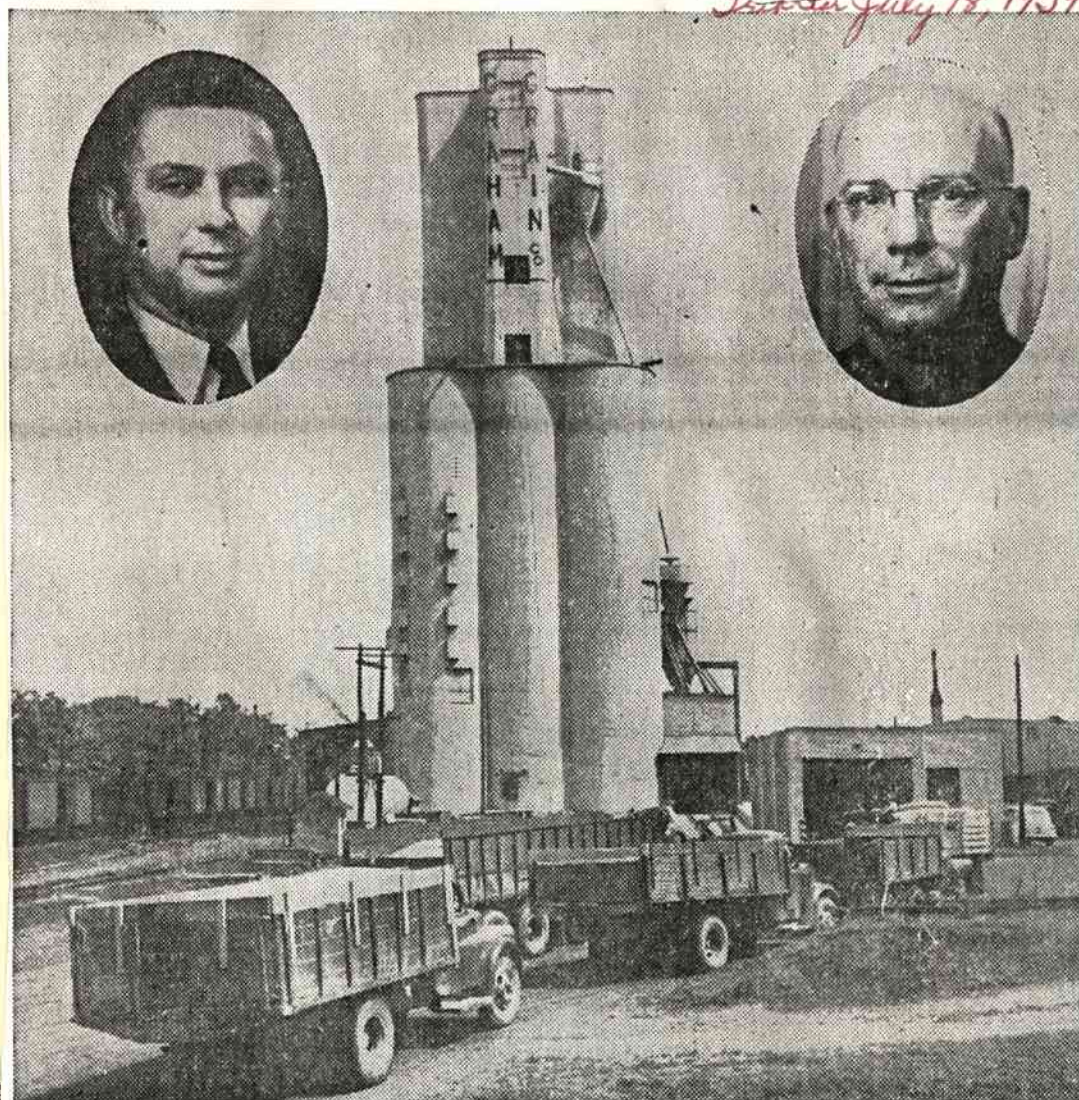
In 1938 Graham Grain purchased the retail feed business of Sunshine Feed Store at 221 South Fourth street. This store, managed by Ray Hardesty, handles a complete line of poultry and livestock feeds, along with wire fence, fertilizer, field and garden seeds, and many other items.

In line with the policy of the company to give the best possible service, they are now building a completely new feed room at Riley, Ind., which will have a new corn sheller, two mixers and will be so arranged that customers can have their feed ground, mixed and run back into their trucks in bulk. Recently similar work was done at Lewis, Ind., and in the future, more additions and improvements are planned to help serve this community of farmers.

Graham Grain Co.

Terre Haute Industrial Series No. 4

Test on July 18, 1954



Community Affairs File

HUGE GRAIN ELEVATORS of the Graham Grain Company near First and Voorhees streets. (Inset left), Carl Graham. (Inset right), Harry Miller.

VIGO COUNTY PUBLIC LIBRARY
TERRE HAUTE, INDIANA

REFERENCE
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T.H. Business
Graham Grain
T.H. 8/29/69
To Hold Open
House Saturday

Open house is scheduled Saturday at the new consumer products division of Graham Grain Co., 200 Voorhees St. The public is welcome to visit the brick and steel structure from 8 a.m. to 5 p.m.

Jack Ragle, president of the company, said the new sales building and grain-testing area comprises about 24,000 square feet of space. The structure is part of an ambitious \$750,000 building program at the local firm.

"We think this is the forward step in agriculture," said Ragle, as he noted that the company is now equipped to serve the farmer's every feed, seed, fertilizer and animal medical need.

Harry Miller, secretary-treasurer of the company, joined Ragle in announcing the new division, which will feature the largest garden seed line in this area.

Drive-through service also will be featured, Ragle explained that a customer may drive his vehicle through the building, place his order with an attendant, pay for the merchandise, have it loaded, and never get out of the vehicle.

Products Listed

Four separate lines of products will be offered, Ragle said, including a complete line of lawn and garden products, horse care products, animal health products and seasonal items, including feeds manufactured by Graham.

A new feed-manufacturing plant is scheduled for completion Sept. 30 adjacent to the company's Perkins Elevator along State Road 63 just southwest of the city.

Ragle said the new building on Voorhees features a large air-conditioned meeting room in the basement. The room will be available free-of-charge to any group connected with agriculture in this area. It accommodates about 100 persons, Ragle said.

Adjacent to the new two-story building is a grain-testing area, the use of which is expected to speed up service considerably to farmers bringing their grain to Graham.

55 Trucks Per Hour

At present, about 30 trucks per hour is the limit for unloading, but the new technique should permit as many as 55 trucks per hour to unload their cargo, Ragle said.

Graham Grain has served this area since 1934. The company manufactures a complete line of swine, cattle, poultry, rabbit, horse, pony, dog, sheep and wild bird feed, among other items.

General contractor on the building was the Frank L. Johnson Development Co. of Terre Haute.

Other contractors, all Terre Haute firms, involved in the development of the new building included Harrah Plumbing and Heating Service Co., Supreme Heating and Sheet Metal Co., Ernie's Electric Co., Hartman Roofing and Sheet Metal Co., Monninger Concrete Products and Kasameyer Glass.

The feed-manufacturing plant under construction along State Road 63 is being built by contractor William Lown.

Business & Industry (an)

Graham Co. storing grain for farmers who get more to warehouse than to sell

11 NOV 02 1986

By Jan Chait
Tribune-Star Staff Reporter

Graham Grain Co. at 200 Voorhees St. can store 3 million bushels of grain in its silos.

That may sound like a lot, but it's not enough, says the firm's president, Jack Ragle.

So he's leasing a 4½-acre warehouse at the former Midland Glass Co., silent since 1984 when Anchor Glass Container Corp. bought the manufacturing plant at Third and Voorhees streets and shut it down.

The warehouse is far from filled now, but it won't be empty for long. The vast spaces of the cavernous building are slowly being filled with feed corn, at the rate of a 600-bushel truckload every 1½ minutes, 24 hours a day.

The warehouse, with a capacity of at least 1½ million bushels, already held a third that much on Friday.

"We'll have this filled probably in another week, week and a half," Ragle said before turning to toss a handful of the golden kernels back on the mountain of grain.

The shortage of storage space is because of a

government support program, which pays American farmers *not* to sell their corn.

Corn was selling on the grain market for \$1.54 per bushel on Friday. But Uncle Sam was paying farmers \$1.83 per bushel — 29 cents per bushel more — to simply let the corn sit in a warehouse.

"Because the difference between the cash price and government support is so great, we had more demand for storage than we had storage space," Ragle said.

"We debated whether or not to do anything, [but] if we just used the space we had, we would have had to shut off taking storage corn from farmers."

The program works this way:

A farmer who takes his corn to a bonded warehouse for storage receives a receipt. He can take the receipt to the county Agricultural Stabilization and Conservation Center and immediately exchange it for a check. If the farmer sells that corn before a certain period — about nine months — is up, the money is treated as a loan and must be paid back with interest.

If the corn isn't redeemed, it belongs to the

federal government.

"Basically, it's a service to the farmers to make sure they get top price for their corn, but we will be paid for storing the corn by the government, too," Ragle said.

So far, he's spent about \$60,000 on an aeration system that keeps oxygen flowing through the mountains of corn. Another \$20,000 has gone for a beltveyor to get the corn from the truck to the top of the pile.

America's farmers will produce about 8.2 billion bushels this year, Ragle said. About 3 billion will be used domestically.

"It looks like the surplus is going to be in excess of 5 billion [bushels] when you count last year. We need to export about 65 million bushels every week just to stay even. But farmers have lost their international markets because of embargoes and we were the good guys who taught the rest of the world our technology," Ragle said.

"It's awful to think about all the people who are starving and we have all this abundance. Next year, if we don't cut the acreage, it'll [surplus] keep going up. Five billion bushels with no place to go."

Vigo County Public Library

Community Affairs File

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Grand Opening Introduces Expansion at Great Scot

Wednesday morning, the Great Scot Market will begin a four-day grand opening celebration planned to acquaint food shoppers with its newly expanded facilities.

Enticing grand opening values will be displayed throughout the big store and visitors will be invited to register for 50 valuable door prizes to be given away each day of the introductory period.

Guests also will be given an opportunity to vie for Great Scot's unusual grand prize to be awarded March 19 in a special drawing ceremony. This original prize will provide the lucky winner with a month of free living with Great Scot picking up the tab for rent, food, auto, utilities, entertainment, church donations and other regular expenses.

With the expansion and redecorating of the Great Scot Market at 11th and Locust Sts. now completed, Terre Haute and Valley area residents may shop in one of the largest, independently owned supermarkets in the Midwest.

In Fourth Year

Now in its fourth year of service to the people of the community, Great Scot Market is owned and operated by Conren, Inc., a local corporation with headquarters in Terre Haute. John R. Holdren, president of Conren, Inc., has directed the entire operation from its beginning, and during these past weeks has been very busy with the work of expansion and remodeling.

He explained that 3,100 square feet have been added to the north side of the spacious building, thus bringing the total store footage to 27,000 square feet. Although the total footage seems large, the rearrangement of the sales areas and the rustic theme of the new decorating plans create an atmosphere of friendliness and country charm. The customer has a sense of personal association with Great Scot Market reminiscent of that of the old-time country store.

Rearrangement of the floor plan in the sales area, it was pointed out, provides for an enlarged produce department. A wide variety of crisp, fresh fruits and vegetables is displayed in old-fashioned store bins. The canopy extending over the bins supports a thatched roof, and the cases have been antiqued to complete the "country store" effect.

This theme has been carried out in the redecorating of the meat department. Wall cover-

ings in vinyl were hand designed to give the effect of dark brown burlap with accents of authentic Scotch plaids.

Increase Frozen Foods

The expansion provides also for the doubling of the size of the frozen foods department where Great Scot customers will find one of the most complete assortments of frozen foods available in Terre Haute. Mr. Holdren said that products of the Stauffer Co., nationally known for fine foods, will be featured. Housewives will find in this attractive sales area reasonably priced gourmet foods already prepared for the entire week, from the appetizer through to dessert.

Another very attractive area is the expanded courtesy booth, now called "Ken's Den," for Ken Mitchell, general manager of the Great Scot Market since it first opened in 1962. Real field stone, rough cut cedar and redwood have been combined to make a most pleasant place for customers who wish to take advantage of the personal services which the Great Scot Market offers for the convenience of its patrons. These services include the cashing of checks, payment of utility bills, purchase of stamps and money orders, the return of beverage bottles, and a new parcel post service.

The remaining added footage provides greater facilities for storage and marking of merchandise, so that customers will find plenty of room for moving through the wide aisles in the sales area. The recent installation of a second incinerator makes possible rapid and immediate disposition of trash. This is in keeping with the Great Scot Market's policy of spotlessly clean store maintenance.

Customer Lounge

Great Scot's patrons are of course familiar already with the Market's inviting customer lounge where they may rest or meet friends for a chat. Great Scot employees also have been provided with a spacious lounge in the new area larger than their former facility.

The expansion provides also for a forty per cent increase for the attractive Brick Oven Bakeries at Great Scot. Owned and operated by Newt Howard and a staff of fifteen persons, the bakery provides a tempting array of baked goods of all kinds. Every product is mixed and baked on the premises. The bakery is managed by Howard's son, Norman.

Great Scot's meat department, headed by Gary Hester, who has been associated with the market since it opened, has been redecorated. Shake shingles have been inserted above the deep canopy, and the counter coverings carry out the burlap and Scotch plaid theme of the general design. Hester succeeded Bernard "Barney" Gish, who was promoted last September and now manages the Great Scot Market in Evansville.

Great Scot Market, Holdren emphasized, was the first Conren project to be put into operation by the Terre Haute based firm. It now has a staff of 100 carefully trained employees, chosen with the utmost care. Vern Henderson, lifelong Terre Haute resident, office manager, has been with the firm since 1964. Other key personnel include Russell Werner, assistant general manager; Bill Plummer, produce manager, who joined the staff in 1962; John Prechtel, who operates the grocery department containing some 6,000 separate items, and Mrs. Esther Gray, floor and non-foods manager, who is responsible for the stocking of some 4,000 non-food items such as health and beauty aids and housewares.

Holdren's "Girl Friday" is his wife, Mrs. Dorothy "Skeeter" Holdren, who assists him in all phases of the market's operations. This actually is one of the several husband-and-wife teams among the store's personnel.

The expanded and redecorated Great Scot Market will continue to follow its original

creed of "every day low prices." The store's aim continues to be to help families stay within their food budget, and eat better week after week by consistently offering the lowest possible prices on the items it stocks.

The huge parking area offers space for 240 cars so that Great Scot customers should have no difficulty in finding ample room for their automobiles.

Great Scot



MEET THE HOLDRENS—John R. Holdren, owner of the Great Scot Market, and his charming wife, "Skeeter," will be readily recognized by regular patrons of the popular market where they spend the majority of their time. Active participants in community affairs and great Terre Haute boosters, the Holdrens and their children, Terri and Jerri, reside at 21 Lake View Drive.



KEN MITCHELL
Great Scot
Manager



WILLIAM PLUMMER
Manager
Produce Department



RUSSELL WERNER
Great Scot
Assistant Manager



MRS. ESTHER GRAY
Manager
Non-Foods Department



NEWT HOWARD
Manager
Bakery Department



JOHN PRECHTEL
General
Grocery Department



GARY HESTER
Manager
Meat Department



VERN HENDERSON
Manager
Office Division

New Honey Creek Square Store's Opening Tuesday

Stores, T.H.

FEB 7 1972

Great Scot! They've done it again!

John R. Holdren, president of Great Scot Super Markets, and his wife who is called "Skeeter" by all, can certainly take great pride in the grand opening of their second, fabulous, Great Scot Supermarket in Honey Creek Square and for furthering their services to the community.

The Great Scot Stores with the two local markets and two in Evansville have their headquarters in the main offices in the Great Scot Shopping Center, 11th and Locust Streets.

Ribbon-cutting ceremonies with local and out-of-town dignitaries, business associates and friends participating in the ceremonies at 9 a.m. Tuesday, Feb. 8 at Honey Creek Square include Mayor William Brighton, Bernard Carney, president and Ralph Tucker, executive vice president of the Terre Haute Area Chamber of Commerce, County Commissioners, City Councilmen, ex mayor Leland Larrison, Guthrie May, Evansville, landlord of Great Scot, Honey Creek Square; and William Schmidt, developer of Honey Creek Square.

Both Stores Celebrate

Holdren has spent the last 24 years in retail food business. The first Great Scot Market was opened July, 18, 1962. Since its opening the store has been remodeled 5 times. Each time changes were made it was to increase service facilities to its customers. This Tuesday will find the 11th and Locust Street store joining in the two-week long celebration and offering the same specials as Honey Creek Square.

New store hours for both stores are from 6 a.m. to 1 a.m. Seven days a week. The Holdrens put these hours into practice at their Evansville Great Scot Supermarkets. This was done so that stock could be placed on the shelves from 1 a.m. to 6 a.m. Floors could be cleaned and waxed. All this was done so customers and clerks would not be falling over boxes and the store could be kept clean and shiny.

The Holdrens have kept a "personal touch" policy. As Holdren said, "We want our customers to feel free to stop any of our employees and ask for information or assistance. We believe we have the finest employees to be found anywhere."

Choose Local People

"In fact we have 225 employees in each of our local stores. In Evansville we employ 375 people. Our employees are selected from the local area. These include cashiers who undergo special training, parcel delivery boys, department workers, meat department and produce workers and other sales and service personnel."

"The Honey Creek Square site of Great Scot was designed for the convenience of our customers. There are two entrances and exit doors, one to the South and one to the North. Our North side store has been remodeled the same way. This was done so our customers could park on either side and be more convenient for them in loading their groceries into their car. We have 260 marked parking spaces for our customers."

"Our 14 check-out counters in each store have been arranged so as to offer quicker service and less congestion."

Holdrens 10-Year Residents

Holdren said, "Mrs. Holdren, 'Skeeter', and I are very happy that we could bring a new Great Scot Supermarket to Honey Creek Square. Our two locations, one North and one South should make shopping more convenient and more pleasant."

The Holdrens have made their home in Terre Haute for the past 10 years. They have a lovely lake side home. The Holdrens

Vigo County Public Library

Community Affairs File
Affairs File

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REFERENCE

Great Scot

Business & Industry (Wabash Valley)

T 3 APR 10 1984

Community Affairs File

Great Scot selling stores to Super Valu Inc. chain

By Jan Chait

Tribune-Star Staff Reporter

Great Scot groceries will be sold to Super Valu Stores Inc. pending the signing of a definitive purchase agreement and approval by the Federal Trade Commission.

Super Valu has agreed in principle to buy the Terre Haute-based Conren Inc., which operates eight groceries, including one at Honey Creek Square and one on Locust Street, and a warehouse on Wabash Avenue.

Conren also operates four Great Scot stores in Evansville, one in Bolingbrook, Ill., and a County Market discount food store in Kokomo.

The definitive purchase agreement, a document spelling out the

terms of a sale, is expected to be signed by both parties within the next four to eight weeks.

Super Valu is a publicly held corporation listed on the New York Stock Exchange.

John P. Holdren, president and chief executive officer of Conren, said he has agreed to stay on up to a year in his current capacity to facilitate the changeover. Holdren, a native of Anderson, moved here in 1962 and opened the Locust Street store on July 18, 1962.

Rita Simmer, Super Valu's personnel-relations manager, said her company anticipates no change in operations, personnel or management of the Great Scot store.

Super Valu is primarily a wholesale grocery distributor, but

does own some retail groceries, including 12 Maloley's stores in Fort Wayne and one of two Cub stores in Indianapolis, Simmer said.

It began supplying Conren's County Market store in 1982 and, in August 1983, began supplying the entire group of stores. Locally, Super Valu also supplies Baesler's Super Valu and Page's Market Inc. grocery stores.

The 59-year-old Holdren said he plans to travel throughout the U.S. and catch up on his golfing and fishing.

"There are many things I would like to do with my life, and I haven't gotten to do them yet," he said. "Now I'll have the opportunity and I'm taking advantage of it. I've worked pretty hard for 36 years."

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Would You Believe—

There Were 383 Neighborhood Groceries In TH 50 Years Ago

S OCT 30 1975

Community Affairs File

Business (T.H.) - Stores

By RICHARD C. TUTTLE
Star Staff Writer

Fifty years ago there were 383 neighborhood groceries in Terre Haute.

Today there are 31 neighborhood groceries in Terre Haute.

In 1925, other than the neighborhood stores, Oakley had 31 stores and A & P Tea Co. had 14 stores in the city. Today, there are 2 A & P markets, 3 Kroger Co. stores, 2 Standard (National Tea Co.), 2 Great Scot markets, IGAs, Bi-Rites and a few individually operated stores and markets.

There were groceries in Riley, Prairieton, Prairie Creek, Lewis, Blackhawk, Seelyville, Fontanet, North Terre Haute, West Terre Haute, Burnett, Coal Bluff, New Goshen, St. Mary-of-the-Woods village, Marion Height, and other small residential areas in the county.

+ + +

From almost any location in the city, a housewife or youngster had to walk only two or three blocks to the grocery. Practically all grocers delivered, carried the grocery account for longer than 30 days and a loaf of bread was a nickel.

Peanut butter sold in the bulk, usually from a 25-pound tin can, as did lard. Crackers were sold in the bulk from a large cardboard carton and the greater portion of those sold in the area were "Miller's Extra-Fine," made by Miller-Parrott Baking Co.

Cookies were also sold in the bulk, displayed in large cartons with a glass front provided by the baker. Here again, Miller-Parrott cookies outsold all others. There were packaged cookies and crackers, but little Joe or Mary couldn't buy a nickel package or a dime's worth in a package. Pickles came from a wooden barrel.

+ + +

Meat was cut by the butcher, in weight equal to the amount of money to be spent... a quarter's worth of round steak, a \$1 beef roast. The butcher's display case was filled with hams, legs, sides and shoulders of beef, waiting to be cut to order. There were also lunch meats, bologna, liverwurst, and one or two others. Slabs of ba-

con were shown, also to be cut to order, thin or thick.

During the summer, the produce section was filled with fresh vegetables. During the winter, the quantity was less, and prices a bit higher, except for citrus fruits, apples, pears, cucumbers and the like. Produce houses in Terre Haute delivered orders from storage to the store almost daily, thus assuring fresh fruits and vegetables. There are fewer produce houses now, and there is delivery. Many grocers go to the produce houses and wholesale firms and pick up orders.

There are four grocers operating today that were operating fifty years ago, under the same name in the same location. These are: the Baltesu Market, 1802 N. 15th St.; Garvin Grocery, 687 Indiana Ave.; Gaul's Grocery, 2100 N. 22nd St.; and Paitson Bros. Market, 1424 Locust St. There are several which have operated in the same location for fifty years or longer, but the owner has changed.

Elmercik Bros. Market, 1901 N. 9th St., was formerly Smith's Grocery. Corey's Grocery at 901 N. 8th St. was the W. O. Scott Grocery for many years. The Scott family sold the N. 8th St. store and opened a new store at 1801 Wabash Ave., operating there for several years.

+ + +

The Root Store had a grocery department, and there were two Piggly-Wiggly stores downtown. These were about the first self-serve food markets, with a check-out stand near the door. One was located near the Meis Men's Store. Piggly-Wiggly had three others stores in the city.

One of the oldest grocers, one remaining in business longer than any other, was Frank Hoff who owned and operated F.W. Hoff & Sons, 1300 Wabash Ave. The store closed only a few years ago, selling its inventory, equipment and antique grocery furniture. The family lived at 1307 Wabash Ave., in a red brick, two-story house. It was located between two business buildings, and a white picket fence stretched from one building to the other. All buildings were razed and were replaced by a Smith-Alsop store, and a service station.

The Gillette grocery at 9th and Linden Sts. operated for many years, and was probably the last to deliver in a horse-drawn wagon. The bed of the wagon and the seat, were roofed over, and the sides were open, except in bad weather when canvas curtains were dropped to protect the groceries being delivered.

The William H. Morris store at Ohio and 5th streets, specialized in fine foods, many imported foods such as caviar, exotic spices, German and Dutch cheeses, and other fine items.

+ + +

Another landmark grocery was that of Fritz Leucht, at 14th and Wabash Ave. "Fritz" was well known to hundreds of citizens, as he also had a delicatessen featuring German foods. Later, when repeal passed, he opened a restaurant operation in the back of the store with German foods and beer and wine. The restaurant soon took over the entire room, and the grocery business was discontinued.

Not all of the groceries are

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TERRE HAUTE, INDIANA

listed, but some of those which were better known in the city included Osar P. Leith, 1428 S. 17th St.; Adamson Bros., 1655 5th Ave.; Ben Beeson, 3728 Wabash Ave.; Stephen Chernay, 2051 N. 19th St.; Huldreich Froeb, 1501 Wabash Ave.; Earl Harkness, 1701 Harding Ave.; Shuhardt Bros., 1472 Liberty Ave.; Ben Schwartz, 24 S. 4th St.; Vendel's, 1101 S. 8th St.; Wallace, 1276 Lafayette Ave. and Jake Russell, 7th and Poplar Sts.

There were no Kroger stores a half-century ago, but several were established, and the late H. N. Oakley later sold his chain of stores to the Cincinnati firm. There were Oakley stores in Clinton, Brazil, Sullivan, Linton, and other Wabash Valley communities.

Wholesale grocery firms at that time were Bement Rea, 8th and Cherry Sts.; A. Grafe, 200 N. 9th St.; Hulman & Co., 900 Wabash Ave.; Jos. Strong & Co., 29 S. 6th St. (now Woodburn Printing Co.); Thornton Bros., 545 N. 6th St. (now Advance Electric Co.); and King & Co., 16-18 S. 8th St.

Today, practically all foods are packaged. Meats are wrapped, labeled and priced, and much produce is already bagged in stipulated quantities.

Many of the neighborhood stores have meat block and butcher case displayed meats, most of it cut. Most of the neighborhood groceries are owner-operated, sometimes helped by the Mrs., now and then one of the youngsters works on Saturdays.

Prices in the "good old days"

were determined basically as they are today, farm prices, cost of labor, and transportation. Taxes were considerably lower, and this factor today is a major portion of the food cost.

Prices quoted were taken from a Terre Haute Tribune advertisement in 1935, ten years later than the 50 years ago date being used, and in the heart of the depression. The ad was for the F. W. Shahadey and Sons store, 128 S. 4th St. The late Farris Shahadey opened his first store at 115 N. 2nd St. in 1904, moving later to 116 S. 4th St., and finally to the present location in 1933.

Among the prices and items in the ad were:

— Coney's, minced ham,

bologna, 25 cents per pound.

— Oleomargarine, 11 and 14 cents per pound.

— Maxwell House coffee, 29 cents per pound.

— Miller's Extra fine Crackers, small box, 10 cents.

— Libby sliced pineapple, can, 23 cents.

— Ham, 21 and 1/2 cents per pound.

— Beef roast, 15 cents per pound.

— Bacon, 29 cents per pound.

— Cheese, 19 cents per pound.

— Dauntless peanut butter, 28-ounce jar, 29 cents.

— Potatoes, 16 cents per peck.

— Rex coffee, 23 cents per pound can.

— Sugar, 10 pounds, 53 cents.

— Flour, 24 pounds, 79 cents.

— Salt, 3 boxes, 10 cents.

— Coca Cola, 6 bottle carton, 25 cents.

The comparison almost brings a lump in your throat, tears to your eyes.

Sticky candy, licorice, suckers in glass jars

Old-time groceries, drug stores had it all

Aug 21 1985

Business & Industry (W) - Grocery Stores

There were "two last of the old-time" groceries and drug stores, and both were located on Main Street.

The "last of the old-time groceries" was at 13th and Main. It was the Huff Grocery. A grocery set-up in a museum or Greenfield Village near Detroit could have used the Huff Grocery as a model. Stick candy, suckers, licorice, perhaps gum drops, and lemon drops in glass jars with glass tops with ground rims. In later years, there were a few candy bars in glass cases. Spices were also kept in glass jars.

On the shelves were some canned goods — tomatoes, some fruits, beans. Packages of cereals available in the 1920s were Shredded Wheat, Puffed Wheat, farina, Cream of Wheat, oatmeal, Post Toasties and Corn Flakes. Sugar and flour were sold by the pound. People just didn't have the money for five pounds of sugar or flour, although it was available.

Meat was not packaged, the butcher cut your dime or quarter's worth of round steak, bologna, cheese, pork chops. He

Main Street



Richard Tuttle, who retired from The Tribune-Star in 1983, is a walking compendium of Terre Haute history.

By Richard C. Tuttle
Assistant Editor Emeritus

also gave you a live chicken from the back room, after weighing it — you paid for feathers, feet and all. At Thanksgiving and Christmas, the store had a few turkeys and ducks — dressed — for the more affluent.

The floor was wood. Crackers and cookies were sold by the nickel, dime or quarter. The boxes were heavy cardboard

covered with a lid of glass that fit tightly over the carton. Coffee came in beans, sold by the pound and ground in a grinder equipped with a large wheel to which was affixed a wooden handle. There were two or three choices of grind — fine, medium and coarse. As late as the early '30s, pickles were sold from a barrel.

There were large windows in the front, but little displayed. Brooms, dust mops and cotton work gloves were available. Some tobacco items were sold — chewing tobacco in the package, plug cut and twist — along with two or three kinds of smoking tobacco and perhaps three brands of the most popular cigarettes and cigars.

The cash register was probably a National with a rather dull and chipped gold finish, one drawer with bins for pennies, nickels, dime, quarters and halves, plus \$1, \$5, \$10 and \$20 bills. There was a separate bin for checks, seldom used.

The Huff family lived across the street

in a very neat and clean two-story home on two lots, with a white picket fence across the two lots.

George Reiss owned and operated the drug store, first on the corner of Second and Main, then in the first room south of the Standard Oil service station, which had bought the corner lot. The room was about 20 feet wide, perhaps 100 feet long with 75-foot length for the store. Candy was also sold from glass jars and practically all drugs used in prescriptions was stored in glass jars with enameled name plates. The store closed when the Terre Haute City Hall was constructed.

Prescriptions were prepared behind the prescription counter front, including capsules and tablets, powders (placed in folded squares of white paper and mixed with water or milk or juice at home) and bottles. Pharmacists were relieved of making tablets in the 1920s, but making capsules and bottle mixtures continues, although to a much lesser degree.

Vigo County Public Library

Community Affairs File

DO NOT CIRCULATE

yesterday

Sp JUN 3 1978

Corner groceries used to be the rule

Business (T.H.)

By Frances E. Hughes

Remember the old-fashioned country stores?

Every small town had one and there were some in Terre Haute many years ago that were in business at the same site for years.

In the stores, the owners (usually helped by members of their families to whom they passed on the businesses when they retired) sold meat, butter and eggs, dry goods, tobacco, jewelry, tubs, stoves and stove pipes, coal oil, hand washers, notions and many other articles.

In fact, they sold just about everything the farmer or small town dweller needed.

Often they traded--so much produce in butter and eggs and fresh vegetables during the season for so much yardage of challis or gingham or so much tobacco and coal oil.

In the small towns, their only competition was an occasional huckster who came around with his wagon selling some of the same merchandise.

In these country stores, there were shelves around the side walls and always a pot-bellied stove in the rear. Much of the merchandise was on these shelves with the larger articles stacked in the rear. It was not unusual for there to be a glass case in the front of the store where gum drops, licorice and hard candy was sold. Or the candy would be in glass jars for display.

Along the counters in front of the shelves were barrels filled with flour, sugar, soap, and pickles. In season, oysters were available in kegs filled with ice.

Also along the counters were bushel baskets filled with apples, potatoes, tomatoes, lettuce, onions, cabbages, fresh peas in hulls, fresh butter beans, also in hulls; beans and other vegetables in season.

On the counters were a keg filled with peanut butter, which



was dispensed in little wooden trays; a coffee grinder which was hand operated and the scale with a large scoop-shaped tray for weighing merchandise. When supplies were taken from the barrels, it was taken out with large metal scoops.

Besides a place for buying and selling, the country store was also an open forum for all villagers on questions of morals, religion, marriage, politics, the latest remedies for fever and ague and how the crops were doing.

More than one outstanding senator or representative was elected by a group around a pot-bellied stove in a country store and many a housewife exchanged complaints, congratulations, recipes and the latest ideas in fashions and gossip in front of a counter in the store.

Many years ago, Terre Haute had its share of country stores, even when it became a town and then a city.

The last of these went out of business and the building was torn down not too many years ago. It was the store of F. W. Huff on the northeast corner of Thirteenth Street and Wabash Avenue, now the site of a Smith-Alsop Store.

Huff was born in 1837 in Prussia and was brought to this country by his parents when he was 10 years old. He worked for 10 years in a grocery and then started his own grocery at 1300 Wabash Avenue (then called Main Street).

Not only did Huff have groceries but other provisions just as any general store did. After his death, the store continued in operation until it was torn down.

When the stock was sold out before the store closed articles were found on the shelves and in the basement that had not been seen in stores in Terre Haute for many years. In fact, it was still a country store with merchandise from years back and little modern goods until the end.

There are probably still many general or country stores around the United States dispensing general merchandise that is important to nearby residents. However, with modern transportation as it is and the many supermarkets and cut-rate stores, the small stores are patronized mostly for staples that are purchased in an emergency.

Mentioning the Huff store reminds Senior Citizens who have always lived in Terre Haute of the many fine independent groceries here at the turn of the century.

In 1905, Syrell J. Bresett had a grocery store at Twelfth Street and Wabash Avenue. He had started working for his father when he finished school and eventually continued the business. He also was a director of the Merchants Ice and Cold Storage Company.

On the northeast corner of Fifth and Ohio Streets was the Morris grocery. William H. Morris was born in West Virginia and when he was three years old, he was taken by his family to Covington, Ky. Later, he managed his father's farm there and engaged in some trading on the side. With his brother, Jefferson, he started a restaurant in Danville, Indiana, and later the two came to Terre



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Haute to engage in the grocery business. After three years, Morris bought out his brother and remained sole owner of the business for many years.

William H. Kaufman also had a grocery here, starting it in 1889. Kaufman was born in Terre Haute Jan. 13, 1861. After finishing his schooling, he drove a delivery wagon for Wright and Kaufman grocers and began to learn the business. After working there for several years, he was employed by his brother, P. J. Kaufman, before establishing his own grocery. His first venture in the commission business was in Chicago, where his partner disappeared with seven carloads of cabbage, potatoes, tomatoes and other vegetables. He established his own grocery business in Terre Haute in 1899 and remained in business for many years.

Kris Kern, a native of Germany, came to Terre Haute and established a grocery at Nineteenth Street and Wabash Avenue at the turn of the century. He slaughtered and cured his own meat and had a smoke house in the back of the grocery.

R. W. Rippetoe came to Terre Haute as a child with his parents in 1837 and they settled on a farm in Vigo County. He remained on

the farm until he was 16 years old, when he went to school in Greencastle for two years. Returning to Terre Haute, he started a confectionery business in 1859 at 521 Main Street. Four years later he started a grocery at the same location. He had six employees and three delivery wagons.

In the early 1900s, the grocery at the southeast corner of Seventh and Deming streets was the Jacques Grocery. Later it became Brown's, then Churches' and later Macginnesses'. Next door to it was a Chinese laundry, next door to that was Waggoner's Grocery (now Simrell's) and then the Cookery, a small bake shop.

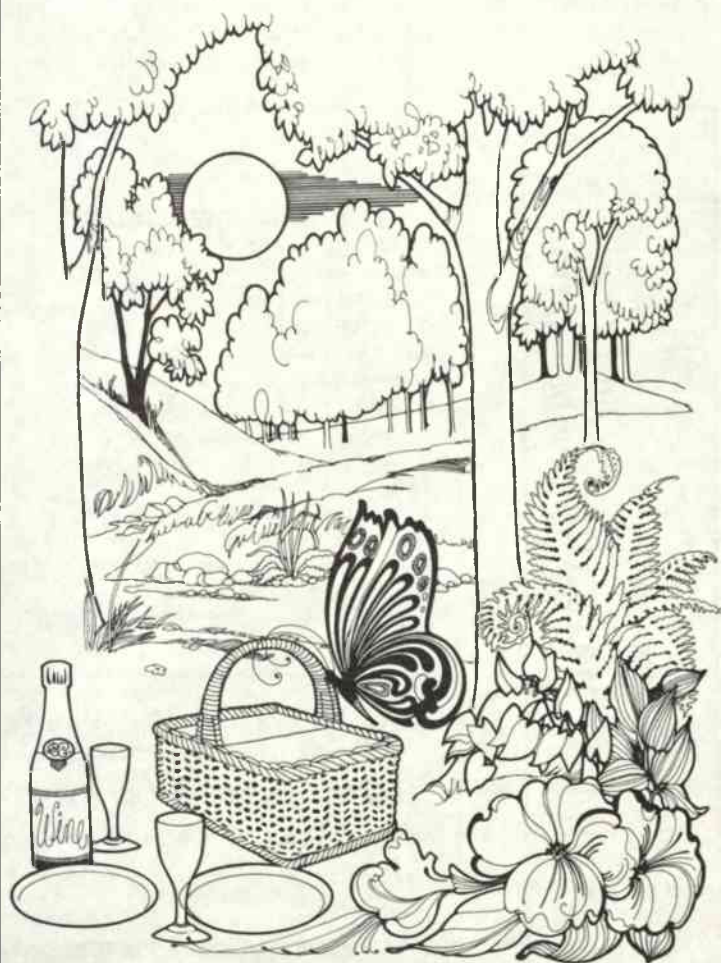
There was a grocery in about every other block--such as Rassel's on the northeast corner of Seventh and Poplar Streets, Kenlay's on the northeast corner of Seventh and Oak Streets and Jacques' three blocks south. Fromme's Grocery at Seventh and Hulman Streets also was well known.

Later, many merchants came from Syria and started a number of fine independent grocery stores here. There were scores of these groceries all over town.

For a short time, both Root's and Herz's department stores had grocery departments for specialty items.

Now, there are only a few independent groceries left as the supermarkets have taken their place. A few even still deliver orders phoned in which is a big help to the elderly and shut-ins. There was a day before telephones when the grocer stopped at the homes of his customers every morning to get his orders and then delivered them in the afternoon with his horse-drawn delivery wagon.

Summertime is picnic time



Indian Acres

Catering - Delicatessen

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Guarantee Roofing Co.

Community Affairs File

Business (TH)

GUARANTEE ROOFING COMPANY HAS RAPID GROWTH.

DO NOT CIRCULATE
REFERENCE



VIGO COUNTY PUBLIC LIBRARY
TERRE HAUTE, INDIANA

Trib, Oct 24, 1925

A Tradition of Service

Business (T.H.)

DEC 29 1979

Guarantee



1919

1136 Wabash Avenue - Standing seventh from the left, William Dodge, founder of Guarantee Roofing and grandfather of present owners Jack and Bill Ennis.

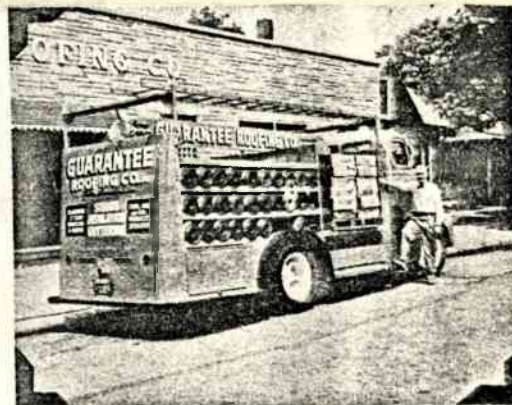
Community Affairs File

Vigo County Public Library



1930

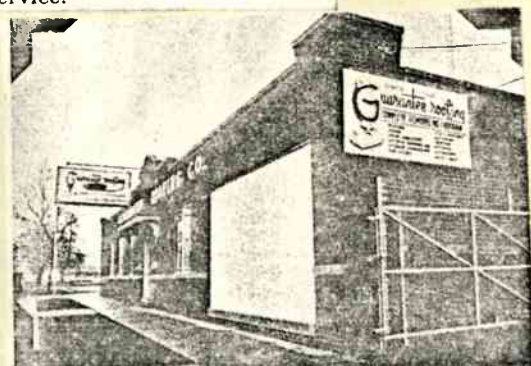
20 North 11th - Guarantee Roofing moved to this larger location.



1955

20 North 11th - John Ennis carries on the second generation of Roofing Service.

REFERENCE
DO NOT CIRCULATE



1978

800 South 9th - The current location offers complete warehousing and training facilities.

By Jan Chait
Tribune-Star Staff Reporter

Robert R. Gurman, president of I. Gurman & Sons Inc., compares his company to a laundry service, as a large portion of the business is reconditioning drums for re-use by industry.

He isn't talking about the percussion variety, he's talking about steel drums, fiber drums, plastic drums — drums that hold everything from food to hazardous chemicals.

Government regulations provide for five classes of materials that go into drums and, for each class, a different type drum is needed. The industry must be knowledgeable about any item that goes into drums, Gurman said.

His predecessors dealt with purchasing agents but now the company deals "pretty heavily with environmental specialists."

Although Gurman doesn't handle drums containing hazardous materials, he sells to companies that do.

Nationwide, twice as many drums — 50 million of them annually — are reconditioned and recycled as are manufactured.

Of the millions of drums reconditioned annually in the United States, "literally thousands" are processed at Gurman's, which has been at 800 N. Third St. since the early 1920s.

The "I" in I. Gurman and Sons belonged to Robert Gurman's late grandfather, Israel, and the sons are Isadore and Charles Gurman, Robert's father and uncle, who are now retired.

Israel Gurman immigrated from Russia when he was in his 20s and learned to read and write English in night school.

Shortly after his arrival in this country, he moved to Terre Haute and "opened a little business with a horse and wagon," Isadore Gurman said.

"He sold barrels, bushels, baskets and bags (which he would) pick up from one source, process, and take someplace else."

That was back in 1919 when, Isadore Gurman said, "if you made \$10 a week, you were making good money. It used to be you'd buy something for a penny and re-sell it for two cents. Now, you spend thousands to make hundreds."

From peddling "barrels, bushels, baskets and bags" for pennies, the business has evolved into a small company with an annual payroll of almost \$200,000.

Annual sales amount to "around \$1 million — we are small," Robert Gurman said. The business' territory covers the Midwest.

Although reconditioning drums is a major portion of the business, Gurman said the company also sells new drums and containers of all kinds and about 30 industrial items, including drum accessories and handling equipment, burlap and plastic bags. In addition, he's recently branched into consulting work, telling businesses how to dispose of hazardous wastes.

Like his grandfather, Robert Gurman wanted to own his own business.

Although he worked for his father and uncle while attending Wiley High School, he worked in the health care field until 1980. At that point, Gurman took over the family business.

And it's a "family business" in more ways than one.

"We try to get along as a big family," Gurman said of his 12 employees. Like any big family, "sometimes it works and sometimes it doesn't."

The average length of service for Gurman's employees is 10 years, with actual time of employment running from one month to 34 years. Employees are unskilled and receive on-the-job training at the firm.

Business there has reflected the overall economic picture in the country, but it's beginning to improve. "You have to be able to react, quickly to market conditions," the young, bearded company president said.

"When I came here, the entire economy was sliding. I was sitting here thinking 'What did I do?'"

The solution to his question was, simply, to work harder.

"If you have five guys selling the same thing, it comes down to price and service (while making) a reasonable profit. A small guy in business today — it's not easy. You gotta hit it."

That some of their customers have been with them for as many as four decades attests to the quality of their work.

Looking to the future, Gurman envisions a small office with a display area for retail items. But the uncertainty of the Third Street Overpass is preventing him from doing anything now.

"I don't know what will happen with the overpass," he said. His land was appraised about two months ago and that's the last he's heard.

Gurman said he hopes to be left with enough land to stay where he is but would have to move the entrance from south to north if plans for the project remain the same.

If he isn't left with enough land, the business that has "been on this corner 60 years" may — or may not — exist someplace else.

Community Affairs File
Gurman & Sons
T s AUG 29 1983
busy drumming up barrel of success
BUS + INFO - WAB
VAC

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REFERENCE

Community Affairs File

Gurman & Sons



Tribune-Star/Randy Prophet

Well-stacked

Jeff Denny and Charles Riggs stack freshly cleaned and painted barrels at I. Gurman and Sons Inc., which reconditions used barrels — or drums — for industries throughout the Midwest.